Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report December 2017

January 15, 2018

Sales of each stores(Isetan Mitsukoshi Ltd.)

(Thousands of yen)	Isetan Shinjuku Main store				Mitsukoshi Nihombashi Main store				Mitsukoshi Ginza store				Total of Flagship Stores			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	4,864,516	103.7	33,890,187	101.6	1,111,482	97.3	8,434,729	94.3	582,301	96.8	3,861,159	102.0	6,558,299	98.1	46,186,075	100.2
(Women's clothing)	5,905,997	104.2	43,721,224	103.7	2,353,839	80.4	18,924,476	81.8	1,460,779	107.7	10,648,337	105.1	9,720,615	98.4	73,294,037	97.2
(Children's clothing)	557,190	95.9	4,845,085	107.8	178,470	94.4	2,331,639	106.8	134,277	109.5	1,374,263	108.9	869,937	95.0	8,550,987	107.7
(Formal wear and bedding)	687,449	105.4	4,878,844	100.7	183,435	90.2	1,718,771	98.6	76,375	99.4	681,439	102.2	947,259	95.8	7,279,054	100.3
Sales of apparel	12,015,152	103.6	87,335,340	102.9	3,827,226	85.8	31,409,615	87.2	2,253,732	104.5	16,565,198	104.5	18,096,110	98.0	135,310,153	99.0
Accessories	4,661,532	100.0	27,815,376	100.5	1,417,522	98.5	10,127,951	100.1	1,509,508	101.7	9,800,464	104.6	7,588,562	98.7	47,743,791	101.2
Sundry goods	5,889,104	106.5	40,951,574	109.5	3,692,922	106.4	23,591,252	101.2	3,140,855	116.4	22,970,509	121.0	12,722,881	114.3	87,513,335	109.8
Household	1,314,531	113.6	8,675,668	102.9	1,095,708	104.1	7,217,497	99.7	238,945	91.4	1,566,345	101.8	2,649,184	100.9	17,459,510	101.4
Foods	5,691,400	99.7	29,707,145	100.8	7,406,101	95.7	36,925,995	96.1	2,276,769	100.3	12,989,857	102.4	15,374,270	94.0	79,622,997	98.8
Restaurants & Cafés	514,041	98.9	4,014,242	100.0	171,279	86.3	1,544,124	89.1	42,358	93.7	373,738	96.7	727,678	93.6	5,932,104	96.7
Service	314,871	95.4	2,510,131	87.2	108,962	88.9	969,512	95.9	30,717	124.9	256,859	108.3	454,550	79.0	3,736,502	90.6
Others	354,552	103.3	3,069,940	94.2	1,031,109	92.2	7,886,694	94.8	136,385	102.4	906,177	102.7	1,522,046	88.1	11,862,811	95.2
Total	30,755,183	103.1	204,079,416	103.1	18,750,829	95.7	119,672,640	94.9	9,629,269	106.1	65,429,147	109.2	59,135,281	99.6	389,181,203	101.3
Operating Days	31	0	272	0	31	0	273	0	31	0	272	0	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	1,157,920	87.5	7,310,944	91.1
(Women's clothing)	2,409,642	93.1	20,128,846	91.2
(Children's clothing)	348,055	90.6	2,749,700	89.7
(Formal wear and bedding)	536,324	83.1	4,239,500	94.9
Sales of apparel	4,451,941	90.1	34,428,990	91.5
Accessories	1,631,750	85.9	11,257,625	89.9
Sundry goods	2,051,322	94.8	13,481,494	92.1
Household	501,474	81.5	2,987,658	85.1
Foods	5,061,613	80.8	28,503,081	88.1
Restaurants & Cafés	569,674	89.3	4,385,220	93.3
Service	161,128	73.9	1,252,752	91.9
Others	56,366	39.3	397,034	53.6
Total	14,485,268	85.8	96,693,854	90.0

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	7,716,219	100.6	53,497,018	98.9
(Women's clothing)	12,130,258	97.2	93,422,884	95.8
(Children's clothing)	1,217,991	96.0	11,300,683	102.7
(Formal wear and bedding)	1,483,584	99.5	11,518,551	98.3
Sales of apparel	22,548,052	98.4	169,739,136	97.4
Accessories	9,220,312	97.6	59,001,416	98.8
Sundry goods	14,774,205	106.2	100,994,828	107.0
Household	3,150,658	103.4	20,447,172	98.7
Foods	20,435,881	95.0	108,126,065	95.8
Restaurants & Cafés	1,297,353	94.1	10,317,329	95.2
Service	615,680	93.9	4,989,258	90.9
Others	1,578,407	92.7	12,259,851	92.9
Total	73,620,548	98.7	485,875,055	98.9

Details of branche stores	Isetan Tachikawa store		Isetan Matsudo store		Isetan Urawa store		Isetan Sagamihara store		Isetan Fuchu store	
(Thousands of yen)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
December	4,037,386	101.1	2,018,888	98.9	4,608,375	100.1	2,193,252	93.8	1,627,367	95.5
Total April to December	26,791,813	100.3	13,508,002	98.4	30,410,378	100.1	14,777,986	95.2	11,205,675	94.1
Operating Days	31	0	31	0	31	0	31	0	31	0

Sales of each stores(regional department store subsidiaries)

(Thousands of yen)	Sapporo Marui Mitsukoshi		Hakodate Maruiimai		Sendai Mituskoshi		Nigata Isetan Mitsukoshi		Shizuoka Isetan		Nagoya Mitsukoshi		Hiroshima Mitsukoshi		Takamatsu Mitsukoshi		Matsuyama Mitsukoshi		Iwataya Mitsukoshi		Sub Total	
	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
December	7,516,645	103.4	907,775	94.6	3,957,771	95.3	5,020,138	97.5	2,162,942	97.0	7,676,498	100.1	1,712,563	93.4	2,917,505	98.2	1,584,397	97.0	13,656,884	100.3	47,113,118	99.2
Total April to December	48,844,971	103.8	5,750,703	94.8	25,106,189	98.9	33,455,749	97.5	14,756,977	101.9	49,161,995	97.9	11,458,571	95.6	17,416,533	99.5	10,468,628	96.2	89,124,150	102.8	305,544,466	100.3

Grand Total

(Thousands of yen)	Sales	YoY (%)
December	120,733,666	98.9
Total April to December	791,419,521	99.4

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